



# Hawai'i District Office Lenders Quarterly

## U.S. Small Business Administration Hawai'i District Office

300 Ala Moana Blvd., Suite 2-235  
Honolulu, HI 96850  
(808) 541-2990 (808) 541-2976 - fax

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### For More Information

- SBA offices are located in all 50 states, the District of Columbia, Puerto Rico, the U.S. Virgin Islands and Guam. For the office nearest you, look under "U.S. Government" in your telephone directory, or call the SBA Answer Desk.
- SBA Answer Desk:  
1-800 U ASK SBA
- Fax: 202-205-7064
- E-mail: [answerdesk@sba.gov](mailto:answerdesk@sba.gov)
- TDD: 704-344-6640
- Your rights to regulatory fairness:  
1-800-REG-FAIR
- SBA Home Page: [www.sba.gov](http://www.sba.gov)

*All of the SBA's programs and services are provided to the public on a nondiscriminatory basis.*

### Increasing 7(a) Guaranty Loan Activity

The Hawai'i District Office has organized into two major marketing teams seeking existing and start up businesses that need financial and management assistance. The following sites will be staffed by SBA specialists at specific dates and times:

Honolulu Community Action Program  
1109 Maunakea Street 2<sup>nd</sup> Floor  
Honolulu, HI 96817  
Hours: 9:00am-10:00am every Wednesday  
Parking: City parking structure on Maunakea between Hotel and King (near Lyn's Lei Stand)  
Reservation/appointment is required: call Hawai'i District Office 541-2990



(View from Maunakea/Hotel facing Mauka)



(Corridor leading to HCAP)

Small Business Resource Center  
1041 Nu'uanu Avenue, Suite A  
Honolulu, HI 96817  
Hours: 9:00am-10:00am every Tuesday  
2:00pm-3:00pm every Thursday  
Parking: City parking structure on Bethel between Hotel and King  
Reservation/appointment is required: call the Small Business Development Center at 523-6118 or the Hawai'i Women's Business Center at 526-1001



(View from Hotel)



(View from Nu'uanu facing Makai)



Business Action Center  
 1130 North Nimitz Highway  
 Second Level, Suite A-220  
 Honolulu, HI 96817  
 Hours: 10:00am-1:00pm  
 Parking: ample parking in structure  
 Reservation/appointment required: call Mary Dale at 541-2983



Economic Development  
 Specialist Kimberly Hite



Oahu WorkLinks Business Center  
 Dillingham Shopping Plaza  
 1505 Dillingham Boulevard, Suite #110  
 Honolulu, HI 96817  
 Hours: 2:00pm- 3:00pm  
 April 11, 2005 Monday  
 April 25, 2005 Monday



9:30am-10:30am  
 May 12, 2005 Thursday  
 May 26, 2005 Thursday

Parking: ample parking in the Dillingham Shopping Plaza  
 Reservation/appointment required: call Hawai'i District Office  
 541-2990; the presentation will focus on new and start up businesses

PJJK Federal Building  
 300 Ala Moana Blvd, 5<sup>th</sup> Floor  
 Room 5-204  
 Honolulu, HI 96850  
 Hours: 1:00pm -2:00pm  
 April 27, 2005 Wednesday  
 Every fourth Wednesday of each month thereafter  
 Photo IDs are required to enter the Federal Building



Parking: street meter parking or corner of Pohukaina  
 and Keawe –District Parking \$4.00  
 Reservation/appointment required: call Hawai'i District Office  
 541-2990; the presentation will focus on existing businesses

**Reservations are required.** Existing businesses or new/start up businesses will be able to meet one-on-one with an SBA specialist to discuss the Agency's financial and management assistance resources. Please refer your customers or potential customers to our outreach presentations.

This marketing effort supports the District Office's 7(a) guaranty scorecard loan goals. With 6 months into our 2005 fiscal year, the District Office is only 33% of the 281 loan goal for existing business and 84% of the 97 loan goal for new businesses. Because a majority of loans are processed through SBA Express, PLP or Community Express, when completing the "supplemental information" sheet, please mark new business **only if the firm has been in operation 2 years or less.**

Should you have any questions concerning the above, please call Jerry M. Hirata at 541-2969.

## Community Express

Community Express is a valuable tool in providing assistance to small businesses. The program focuses on women-owned businesses, veteran-owned businesses, ethnic minority-owned businesses and businesses located in low- and moderate-income areas and HUBZones. An estimated 143 loans were processed through Community Express in FY 2004 out of the total 7(a) guaranty loan activity of 464 loans. As of this writing, 43 Community Express loans have been approved.

Participating lenders include Innovative Bank (Oakland, California), Central Pacific Bank, Bank of Hawai'i, and Business Loan Express (Panama City Beach, Florida). To assist this niche market, a technical assistance component is designed into the program to help increase the loan applicant's chances of business success. The following are the approved technical assistance providers for the State of Hawai'i:

Hawai'i Small Business Development Center Network  
Pacific Gateway Center  
Hawai'i Women's Business Center  
Hawai'i Center for Entrepreneurship  
Honolulu Community Action Program  
County of Maui, Office of Economic Development "Maui County Business Resource Center"  
Christine Regal-Sugar Mill Incubator LLC (Waialua)  
Valerie S. Koenig dba Business Plans Hawai'i



(L to R) Sue Malone, Administrator Hector Barreto, Michele Fong, Cherylle Morrow, Mark Tagawa and Deputy District Director Karen Sakihama

The technical assistance provider for American Samoa is the American Samoa Small Business Development Center.

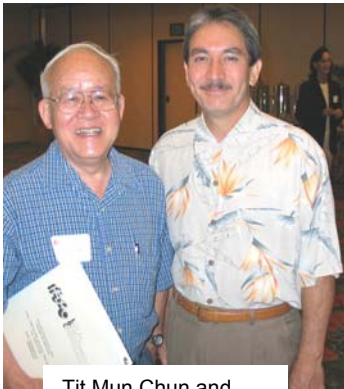
During the week of April 11, the District Office will be participating in various community express workshops conducted throughout the State.

April 12, 2005 (Tuesday) Maui	8:30am-11:30am 1:30pm-3:30pm Contact:	Maui County Resource Center-Maui Mall West Maui Senior Center-Lahaina Anna K. Ribucan Office of Economic Development Ph: 873-8246 Fax: 871-9160
April 13, 2005 (Wednesday) Kona	3:00pm-5:00pm Contact:	Natural Energy Lab-Conference room Kona-Kohala Chamber of Commerce Ph: 329-1758
April 14, 2005 (Thursday) O'ahu	9:00am-11:30pm Contact:	Small Business Resource Center/Hawai'i Women's Business Center HWBC -Allie Ph: 526-1001 Fax: 550-0724

Should you have any questions, please call Jerry M. Hirata at 541-2969.

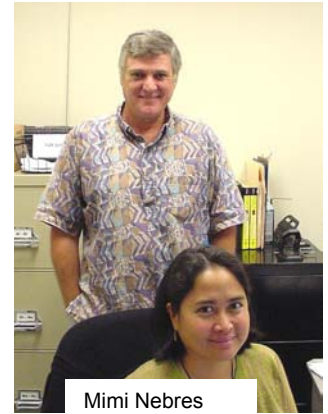


## 504 Denture Rates Continue to be Reasonable



Tit Mun Chun and  
David Perkins

Month	20 year Debenture Full Term Rates
February 2005	6.244%
January 2005	5.919%
December 2004	6.164%
November 2004	6.301%
October 2004	6.280%
September 2004	6.411%
August 2004	6.589%
July 2004	6.610%
June 2004	6.941%
May 2004	6.599%
April 2004	6.190%
March 2004	5.760%
February 2004	6.138%



Mimi Nebres  
and Craig Swift

As conveyed in prior publications, the Certified Development Company Program, often referred to as the “504 Program”, is a joint federal government/private sector program that offers eligible small businesses financing for equipment (with an economic life of ten or more years), real property acquisition, building construction, expansion and renovation. The program allows private sector lenders to meet the long-term credit needs of eligible small businesses by participating in project financing with the local Certified Development Company. The CDC provides subordinated second mortgage financing in the form of SBA guaranteed debentures at fixed interest rates for either 10-year or 20-year terms.

HEDCO LDC has been a licensed Certified Development Company since September 1981 and Lōkahi Pacific Rural Development Inc. since February 2003. Both organizations are nonprofit corporations set up to contribute to the economic development of the community and offer their services statewide. “Effective Rates” on debentures can be found at [www.nadco.org](http://www.nadco.org) or please call David Perkins, HEDCO LDC at (808) 521-6502 or Craig Swift, Lōkahi Pacific Rural Development Inc. at (808) 242-5761 ext. 24.

For a “ReadyTalk” presentation on the program, please call Jerry M. Hirata at 541-2969.

## SBA LENDER'S TRAINING

**7(a) Guaranty Loan Program**  
**Prince Kūhiō Federal Building**  
**June 2, 2005 - Thursday**  
**8:00am – 12:30 pm**  
**Room 5-208**

**7(a) Guaranty Loan Program:** Eligibility, Credit Underwriting and Loan Closing  
**Special Loan Programs:** Caplines, Export Express and 504 Loan Program

Parking Available at:

District Parking (corner of Pohukaina and Keawe) \$4.00 all day  
 Restaurant Row (before 9:00am) \$7.00 all day – please park on the 5<sup>th</sup> floor and have your stub validated by attendant  
 No parking at the Prince Kūhiō Federal Building

Name: \_\_\_\_\_ Name: \_\_\_\_\_

Phone Number: \_\_\_\_\_ Fax Number: \_\_\_\_\_

Please Fax Back to (808) 541-2976 (SBA)—by May 27, 2005  
 Attention: Jerry M. Hirata (ph: (808) 541-2969)

**Loan Activity, FY 2005**  
Six Months Ended 3/31/05

<u>Bank</u>	<u>No. of Loans</u>	<u>Loan Amount(000's)</u> <u>Gross</u>	<u>SBA</u>
Bank of Hawaii	54	3942.3	1970.7
Central Pacific Bank	34	2131.6	1439.1
First Hawaiian Bank	22	1738.7	1055.0
American Savings Bank	21	2649.5	2126.4
Citizens Security Bank	7	590.0	433.0
Center Bank	3	1200.0	877.5
Hawaii National Bank	3	705.0	541.8
Comerica Bank	1	348.0	261.0
Bank of Guam	1	50.0	42.5
Capital One	1	50.0	25.0
<b>Sub-total</b>	<b>147</b>	<b>13405.1</b>	<b>8772.0</b>
Innovative Bank	28	160.0	136.0
Business Loan Center LLC	3	60.0	51.0
Microloan	5	42.5	42.5
<b>Total 7(a) Loans</b>	<b>183</b>	<b>13667.6</b>	<b>9001.5</b>
<b>HEDCO 504 Loans</b>	<b>11</b>	<b>5497.0</b>	<b>5497.0</b>
<b>Lokahi Pacific 504 Loans</b>	<b>1</b>	<b>126.0</b>	<b>126.0</b>
<b>Grand Total</b>	<b>195</b>	<b>19290.6</b>	<b>14624.5</b>

NUMBER OF LOANS BY COUNTY & GUAM

	<u>Oahu</u>	<u>Hawaii</u>	<u>Maui</u>	<u>Kauai</u>	<u>Guam</u>	<u>Samoa</u>	<u>Total</u>
Bank of Hawaii	17	9	6	3	16	3	54
Central Pacific Bank	31	1	2				34
First Hawaiian Bank	14	1	2	3	2		22
American Savings Bank	15		6				21
Citizens Security Bank					7		7
Center Bank	3						3
Hawaii National Bank	2	1					3
Comerica Bank			1				1
Bank of Guam					1		1
Capital One	1						1
<b>Sub-total</b>	<b>83</b>	<b>11</b>	<b>16</b>	<b>6</b>	<b>25</b>	<b>3</b>	<b>147</b>
Innovative Bank	20	3	1	4			28
Business Loan Center LLC	3						3
Microloan	5						5
<b>Total 7(a) Loans</b>	<b>111</b>	<b>14</b>	<b>17</b>	<b>10</b>	<b>25</b>	<b>3</b>	<b>183</b>
<b>HEDCO 504 Loans</b>	<b>7</b>		<b>2</b>		<b>2</b>		<b>11</b>
<b>Lokahi Pacific 504 Loans</b>			<b>1</b>				<b>1</b>
<b>Grand Total</b>	<b>118</b>	<b>14</b>	<b>20</b>	<b>10</b>	<b>27</b>	<b>3</b>	<b>195</b>

# Lending Officer of the Year- 6 months as of March 31, 2005

Lending Officer	Bank	Branch	# Loans	Pts. = # Loans X 2	Bonus Points			Total = Pts. + Bonus Pts.
Oahu								
Masuno, Naomi	CPB	Kaimuki	17	34	12	1		47
Nakagawa, Raymond	ASB	Main	12	24	5	2		31
Dickinson, John	ASB	Main	9	18	3	2		23
Pai, Lawrence	CPB	Main	8	16	3	2		21
Pak, Chong	CPB	Main	3	6	1	1		8
Yamashita, Bryan	BOH	Main	3	6	1			7
Jean, Jay	BOH	Ala Moana	2	4	2			6
Lee, Martha	FHB	University	2	4		2		6
Wong, Irvin	FHB	Kalihi	2	4		2		6
Cha, Dina	BOH	Waialae/Kahala	2	4	1			5
Kaneko, Steven	BOH	Waialae/Kahala	2	4	1			5
Matsuura, Kevin	CPB	Main	2	4				4
Mendonsa, Gareth	FHB	Moanalua	2	4				4
Uyeda, Dean	HNB	Maikiki	2	4				4
Ventura, Jeff	FHB	Ward	2	4				4
Kihe, Demaney	FHB	Kaneohe	1	2		1		3
Koyanagi, Jason	BOH	Metro	1	2	1			3
Olanolan, Beulah	BOH	Pearlridge	1	2		1		3
Racadio, Mel	BOH	Ala Moana	1	2		1		3
Sadanaga, Karl	BOH	Waipahu	1	2		1		3
Nishijima, May	FHB	Kaneohe	1	2				2
Comes, Steve	FHB	Makiki	1	2				2
Fujinaka, Keene	BOH	Pearlridge	1	2				2
Kurosawa, Scott	CPB	Main	1	2				2
Lim, Stephen	FHB	Kailua	1	2				2
Ng, Eddy	CPB	Main	1	2				2
Smith, Angie	FHB	Kaneohe	1	2				2
Son, Trong	FHB	Main	1	2				2
Sorenson, In Ge	BOH	Wailalae/Kahala	1	2				2
Tsuhako, Suzanne	BOH	Pearlridge	1	2				2
Wong, Alison	BOH	Waikiki	1	2				2
Total			86					
Kauai								
Mayfield, James	BOH	Lihue	3	6	1	1		8
Kahawai, Leland	FHB	Lihue	2	4				4
Canute, Thomas	FHB	Koloa	1	2	1			3
Sandrowski, Jennifer	BOH	Kukui Grove	1	2				2
Total			7	0				0
Maui								
Wilhelm, Nicole	BOH	Kihei	3	6	1			7
De Sousa, Miguel	BOH	Lahaina	2	4				4
Duque, Dean	FHB	Kahului	1	2	1			3
Peterson, Bard	FHB	Kahului	1	2				2
Matsumoto, Pat	CPB	Kahului	1	2				2
Total			8					
East Hawaii								
Uyetake, Roxann	BOH	Kaiko'o	3	6				6
Stroh, Marcella	CPB	Hilo	1	2				2
Kouchi, Don	FHB	Kamehameha	1	2				2
Matsunaga, Melvin	HNB	Hilo	1	2				2
Total			6					
West Hawaii								
Potter, Emily	BOH	Kamuela	3	6	2			8
Binney, Jocelyn	BOH	Kailua-Kona	2	4	1			5
Dermengian, Christie	BOH	Kailua-Kona	1	2	1			3
Total			6					

